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U.S. Army Sustainment Command (ASC) & Army Contracting Command - Rock Island (ACC-RI)

Enhanced Army Global Logistics Enterprise (EAGLE)

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Outline

- What is EAGLE?
- Why EAGLE?
- Acquisition History
- Industry Outreach
- Directorates of Logistics (DOL) Worldwide Footprint
- EAGLE Strategy
- Principles of EAGLE
- Basic Ordering Agreement
- EAGLE 3-Step BOA Process
- Small Business Teaming/Joint Venture
- Summary
- EAGLE Information

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More than DOLs

EAGLE Is... Global Logistics Services™

Supports: Directorates of Logistics (DOLs), Army Prepositioned Stocks, Theater Provided Equipment, In-Theater Maintenance, Left Behind Equipment, Pre-Deployment Training Equipment, New Equipment Training, New Equipment Fielding, RESET

Maintenance Operations

- Field Level Logistics
- Sustainment
- MWO/Warranty
- Tactical maintenance (ground, COMMEL, arms)
- TMDE
- GFE/GFP

MWO-Modification Work Orders
COMMEL - Communications and Electronics
GFE - Government Furnished Equipment
GFP-Government Furnished Property
STAMIS-Standard Army Mgt Information System
TMDE-Test Measurement and Diagnostic Equipment
NTV - Non-Tactical Vehicles
HAZMAT - Hazardous Materials

Supply Operations

- Supply Support Activity
- Retail and Wholesale Property Accountability
- Shelf-Life
- STAMIS Operations
- Retrograde
- Central Issue Facility
- Readiness Reporting
- Ammunition Operations

Transportation Services

- Central Receiving and Shipping
- NTV support
- Motor Pool Operations
- HAZMAT shipment
- Railhead Operations
- Household Goods Opns
- Installation Trans Office
- Movement Planning/Arrival/Departure Control

EAGLE Requirements Potential Value is \$23.8B over 5 years

* Does not include Dining Facilities(DFAC), Laundry/Dry Cleaning, or Aviation Maintenance



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Today

- Multiple Sources of Repair
- Limited Requirements for Small Business
- Multiple Contracts
- Limited Competition (no change in contractors & fixed group sizes)
- Inconsistent PWS/QASP
- Lengthy Acquisition Lead Time
- Lack of Requirements Visibility/Validation
- Service Acquisition Tradecraft Concerns

Why EAGLE?

Better Buying Power Directive

Optimization of Service Contracting Directive

APBI/Industry Feedback

Market Research

EAGLE Cost Benefit Analysis

Acquisition Strategy

Objectives

- Single Logistics Provider
- Increases Opportunities for Small Business as Primes
- Cost Avoidance
- Expanded Competition (On/Off Ramp & unlimited group size)
- Standardized Contracts and PWS/QASP
- Reduces Acquisition Lead Time
- Provides Services Portfolio Management

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Acquisition History

- Integrated Logistics Support Service (ILSS) Contract
 - Awarded in Sep 2010, bridge contract between GPMSS and EAGLE
- Field and Installation Readiness Support Team (FIRST) Contract
 - Awarded in Oct 2007, \$9B Ceiling over 7 years
- Global Property Management Support Services (GPMSS) Contract
 - Awarded in Jun 2006, \$750M ceiling over 5 year life
- Global Maintenance and Supply Services (GMASS) Contract
 - Awarded in Oct 2004, \$2.74B obligated over 5 year life
- Over 250 additional stand-alone contracts

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Industry Outreach

- Army Sustainment Command Advance Planning Briefing for Industry (APBI) (Aug 2010)
- EAGLE One-on-One Industry Sessions (30 Aug-1 Sep 2010)
- Army Sustainment Command Small Business Conference (May 2011)
- National Defense Industry Association Materiel Enterprise Small Business Conference (Nov 2011)
 - Basic Ordering Agreement Training provided to Industry
- EAGLE Website:
<http://www.aschq.army.mil/ac/aaisdus/EAGLE.aspx>
 - Provides notices to industry, answers to questions, copies of briefings

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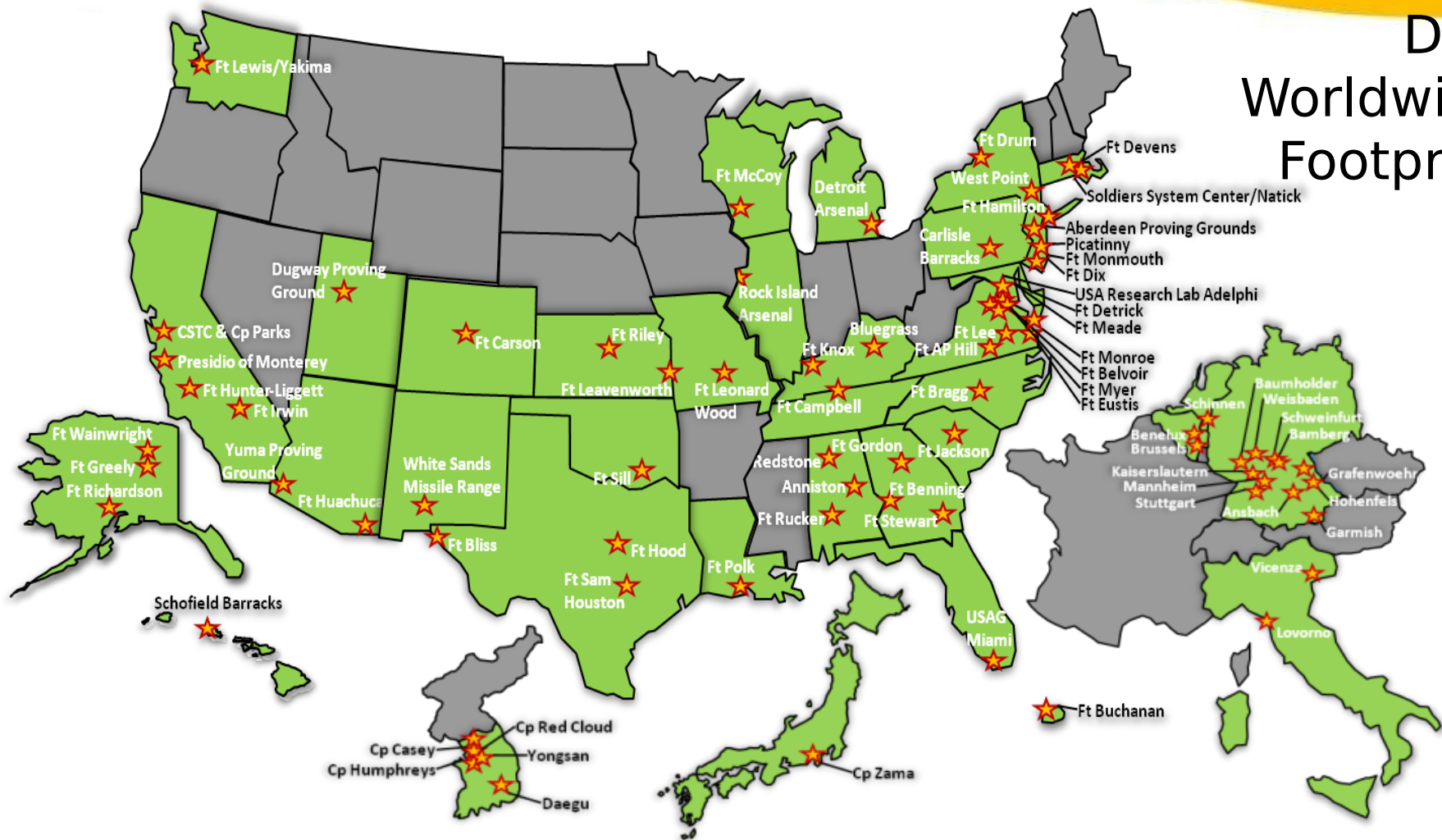


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DOL Worldwide Footprint





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Business Objectives

- Single Source of Logistics
- Governance Structure
- Standardization of Requirements
- Simplified Contract Oversight

Acquisition Objectives

- DOD Initiatives - Better Buying Practices
- Effective Competition
- Maximum Small Business Opportunity
- Streamlined Task Order Competition
- Contractor Ramp On



Cost Benefit Analysis (CBA)

- Eliminates Redundant Capabilities
- Program Oversight
- Responsive Contract Vehicle
- Small Business Set-Aside \leq \$35.5M



EAGLE Acquisition Strategy

- Increased Competition
- Small Business Opportunity
- Visibility - Contracts/Requirements
- Oversight/Control
- Efficient Contract Administration
- Cost Avoidance

EAGLE Strategy combines business and acquisition objectives to develop a solution that meets the needs of customers and the materiel enterprise



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EAGLE Strategy

- Standardized Performance Work Statement, Quality Surveillance Plan, and Performance Requirements for Supply, Maintenance, and Transportation Support Services
- Single Installation Logistics Provider – Requirements Task Orders
- Executed through the use of Multiple Basic Ordering Agreements (BOAs) – 5 year period, reviewed annually
- Value of requirements determine Small Business Set-Aside or Unrestricted competition
- Requirements executed through Task Order Competitions
- Establishment of an EAGLE Business Office (validates requirements, tracks performance against established

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EAGLE Principles

- Unlimited Number of BOAs
- Requirements Task Orders for an Installation Logistics Requirements
- BOAs reviewed annually - On-ramp
- Requirements advertised annually and as they occur
- Special projects, e.g. Army Prepositioned Stock, New Equipment Fielding, New Equipment Testing (those outside of installation logistics) will use the "Rule of 2" to determine set-aside
- Authorized contract types: Firm Fixed Price, Cost Reimbursable and Time & Material (least preferred)
- North American Industrial Classification System (NAICS) code 561210 - Facilities Support Services

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EAGLE Principles

CONUS Installation Logistics

- Annual Requirements \leq \$1M - executed by the local Installation Contracting Office
- Annual Requirements $>$ \$1M and \leq \$35.5M, Small Business Set-Aside - executed by ACC-RI
- Annual Requirements $>$ \$35.5M, “Rule of 2”, otherwise Unrestricted - executed by ACC-RI

Non-Installation Logistics

- No annual dollar threshold - executed by ACC-RI
- “Rule of 2” to determine set-aside; otherwise Unrestricted

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Basic Ordering Agreement - FAR 16.703

Written Instrument of understanding
between the Government and a contractor

– BOA is NOT a contract

- Includes terms and clauses applicable to future task order awards
- Description of services to be provided
- Methods for pricing, issuing, and delivering future task orders
- No minimum quantity
- More expansive competition

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EAGLE BOA 3-Step Process (FAR 15.202)

Step 1

- Issue Notice seeking contractors capabilities & experience
- Analyze for minimum qualifications
- Provide feedback to contractors
- Submission limited to 8 pages

Notice issued 22 Nov 2011. 137 Industry Responses received 12 Jan 2012. Notices to Ktrs provided 8 Mar 2012.

Acquisition Strategy Approval - 9 Mar 2012

Establishes BOAs

Step 2

- Request for Proposal (RFP) - annual requirements
- Evaluate for qualified prime contractors
- Execute basic ordering agreements (BOA)
- Limited bid & proposal costs

BOAs in place by 3rd Qtr FY12 followed by task order competitions

Task Order Competition

Step 3

- RFP - installation logistics requirements
- Compete among BOA holders
- Award requirements task order
- Price proposal submitted for specific requirement

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Small Business Teaming and Joint Ventures

- All annual installation logistics requirements \leq \$35.5M will be set-aside for Small Business
- Small businesses may elect to create a Small Business Joint Venture (JV) in order to compete
- In accordance with FAR 19.101(7)(1)(B)(i), “relaxed” affiliation rules apply
 - Size standard applied to individual concerns not to the aggregate of the JV. SB concerns can create teams that, combined, exceed the \$35.5M 3-yr average annual receipts for the NAICS 561210 as long as each individual affiliate does not exceed the size standard.
- Benefit to SB – Allows SB companies to combine efforts, property, skill, knowledge, financial and human resources to increase competitiveness.

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EAGLE Acquisition Summary

- Unlimited Basic Ordering Agreements executed with Qualified Contractors
- Installation Logistics Requirements to be competed resulting in Requirements Task Orders
- Installation Logistics Annual Requirements \leq \$1M not under EAGLE, but EAGLE Compliant (local installation contracting office)
- Installation Logistics Annual Requirements $>$ \$1M and \leq \$35.5M, set-aside for Small Business (ACC-RI)
- Installation Logistics Annual Requirement $>$ \$35.5M, "Rule of 2" or competed on an Unrestricted Basis (ACC-RI)
- Non-installation requirements, "Rule of 2" or competed Unrestricted (ACC-RI)
- Authorized contract types: Firm Fixed Price, Cost Reimbursable and Time & Material (least preferred)
- Potential value is **\$28.5B**
- NAICS 561210, Size Standard **\$35.5M** over 5 years
- Average Annual Receipts of **\$35.5M**

***160% Increase
in projected
dollars awarded
to Small
Business from
Status Quo**



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For Additional EAGLE Information:

Check the EAGLE Website:

<http://www.aschq.army.mil/ac/aaisdus/EAGLE.aspx>

E-mail questions to the EAGLE mailbox:

usarmy.RIA.acc.mbx.eagle@mail.mil